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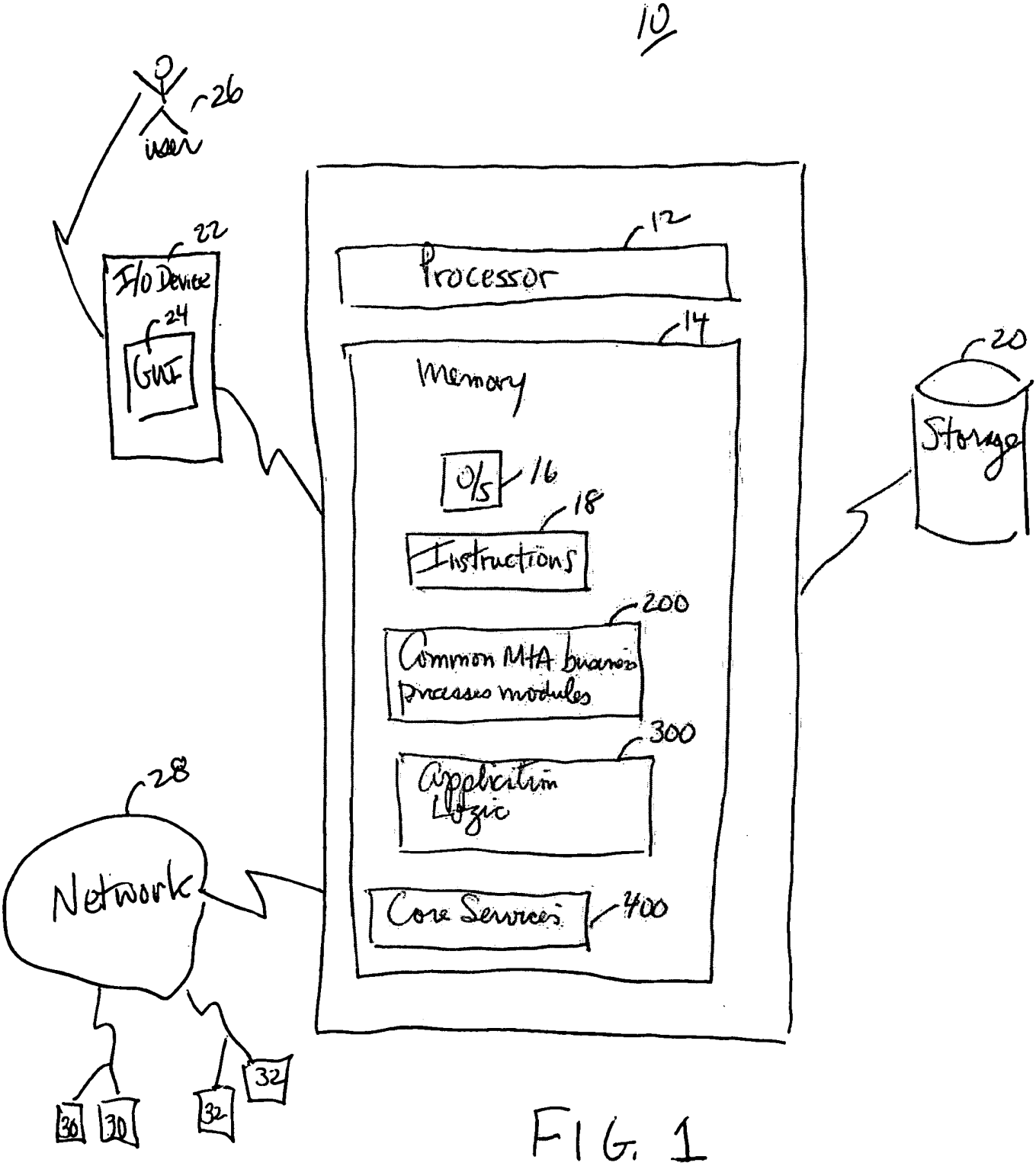

10
User
26
I/O Device
22
GUI
24
Processor
12
Memory
14
O/S
16
Instructions
18
Common MTA business process modules
200
Application Logic
300
Core Services
400
Storage
20
Network
28
30
30
32
32

FIG. 1

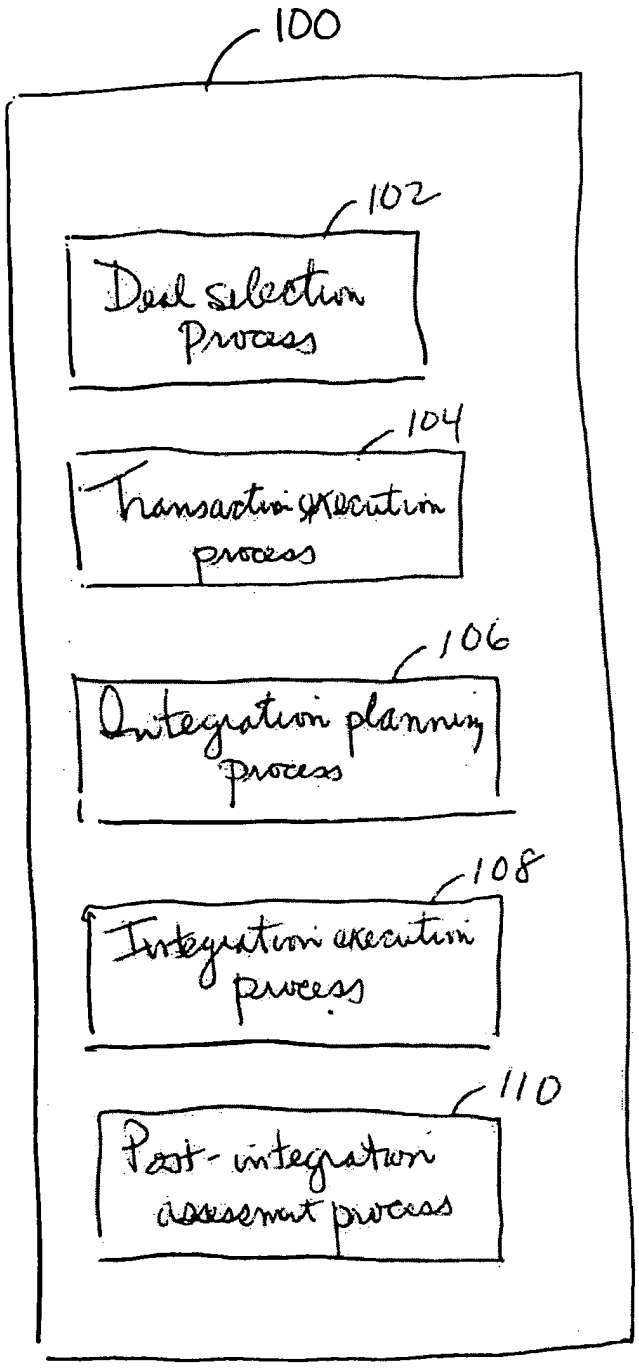

100
102
Deal selection process
104
Transaction execution process
106
Integration planning process
108
Integration execution process
110
Post-integration assessment process

FIG. 2

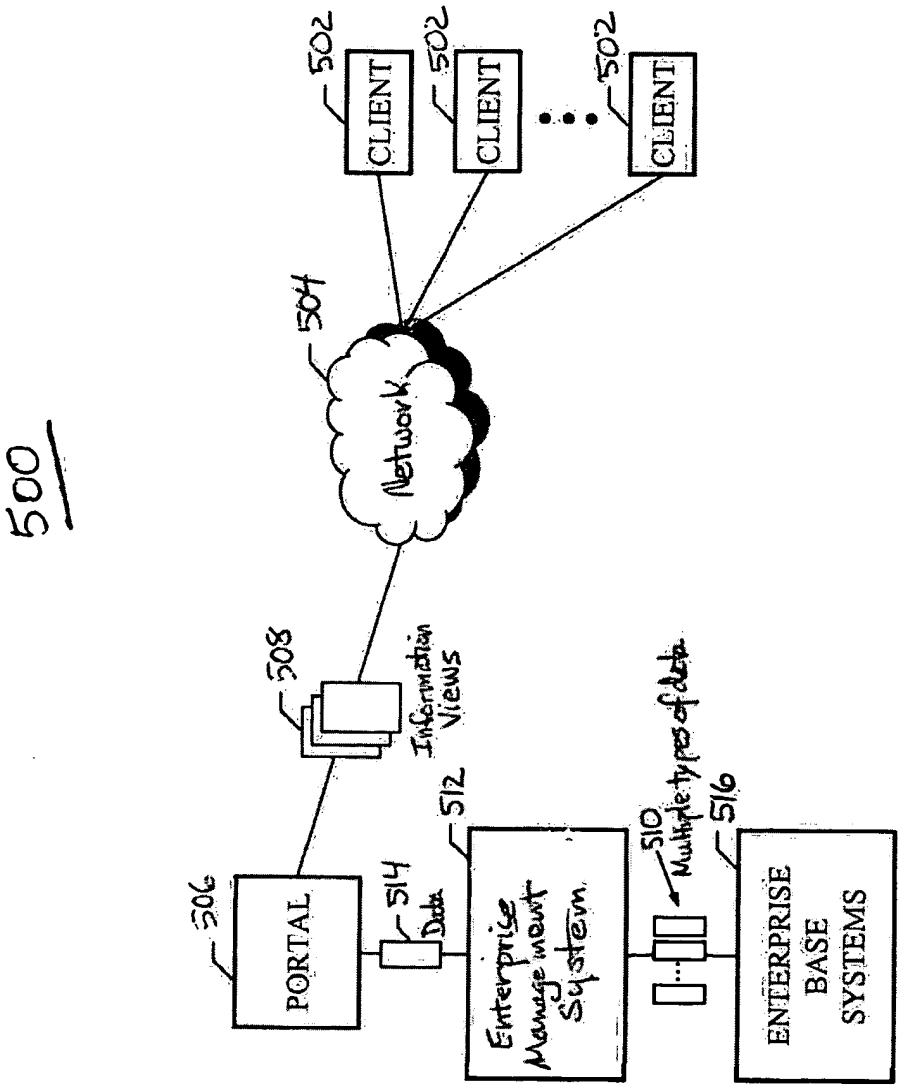
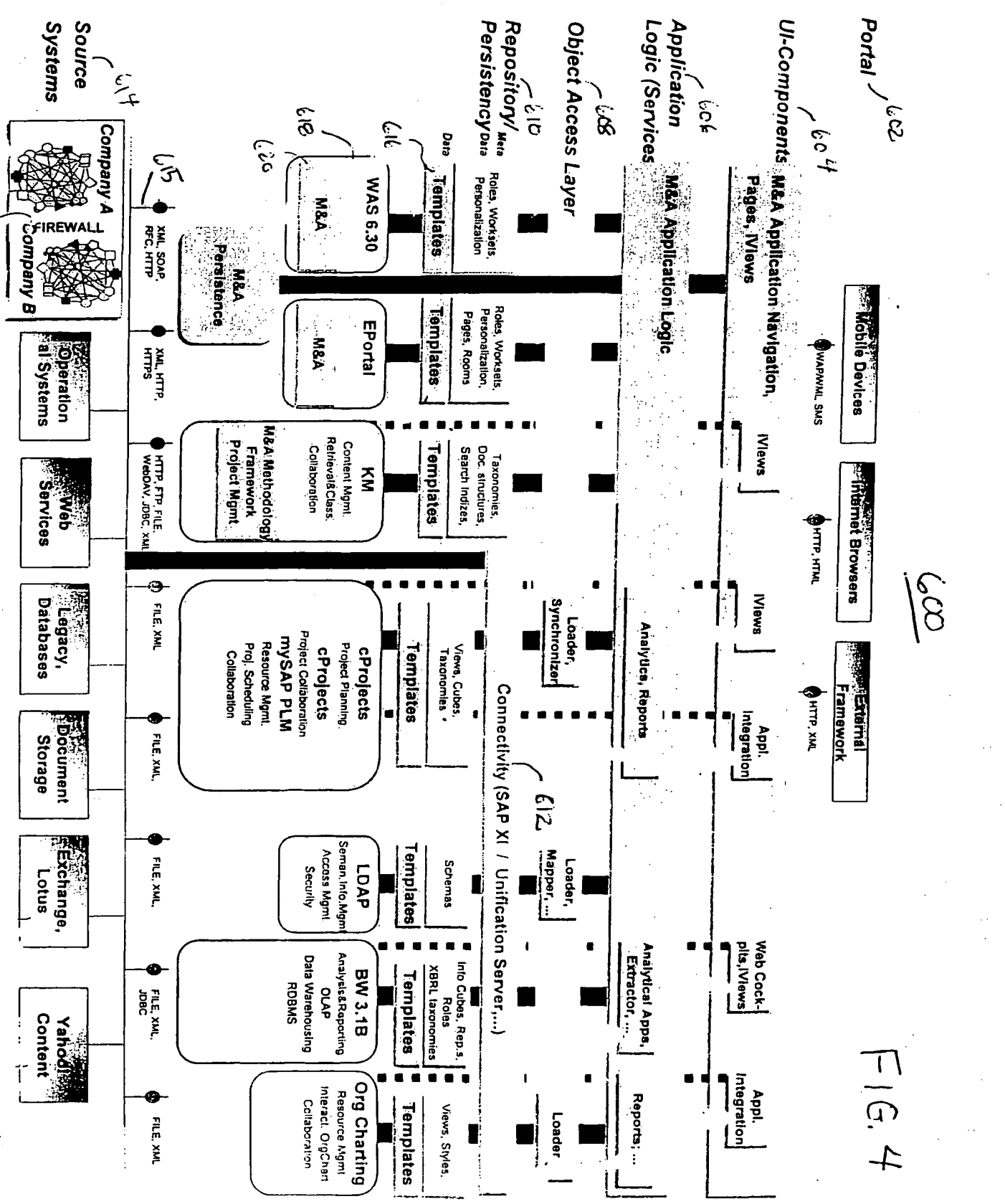
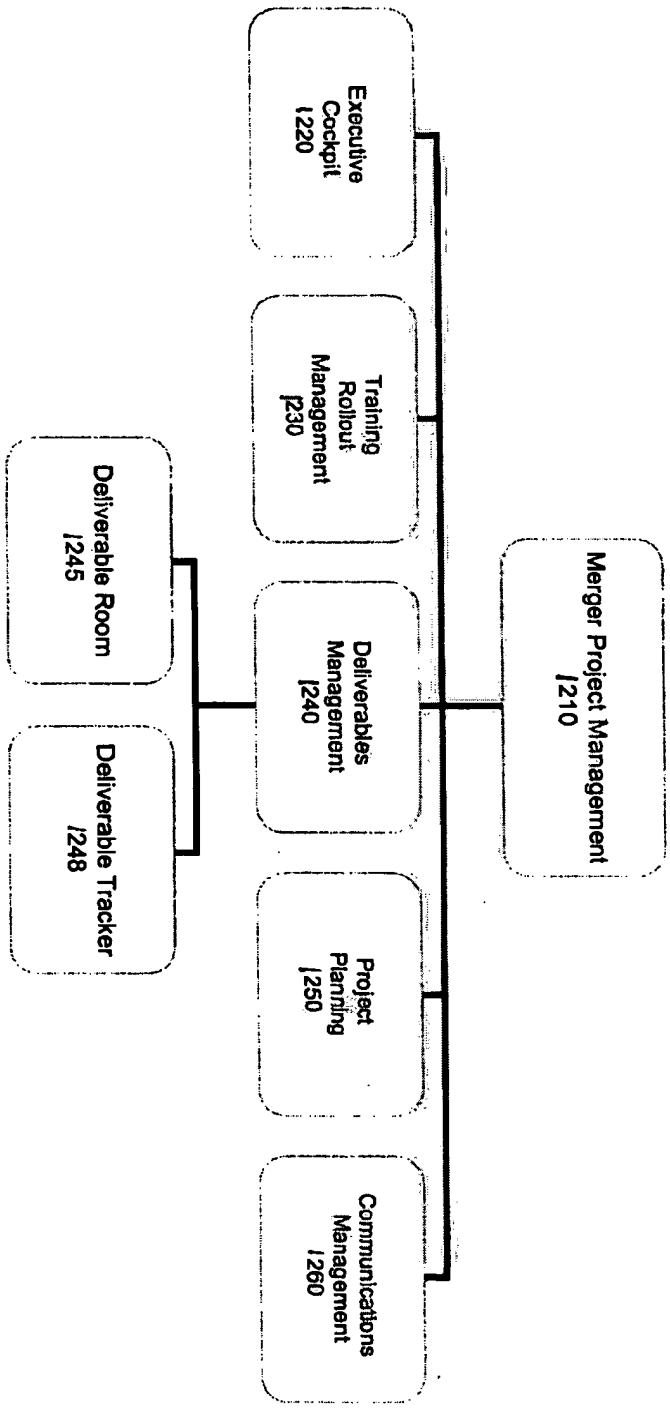

500
502
CLIENT
502
CLIENT
502
CLIENT
504
Network
508
Information Views
506
PORTAL
514
Data
512
Enterprise Management System
510
Multiple types of data
516
ENTERPRISE BASE SYSTEMS

FIG. 3


Portal
UI-Components
Application Logic (Services)
Object Access Layer
Repository/ Persistency
Source Systems
Mobile Devices
Internet Browsers
External Framework
WAP/WML SMS
HTTP, HTML
HTTP, XML
M&A Application Navigation, Pages, IViews
M&A Application Logic
IViews
IViews
Appl. Integration
Web Cock-pits, IViews
Appl. Integration
Roles, Worksets, Personalization
Roles, Worksets, Personalization, Pages, Rooms
Templates
Templates
Templates


Merger Project Management
1210
Executive Cockpit
1220
Training Rollout Management
1230
Deliverables Management
1240
Deliverable Room
1245
Deliverable Tracker
1248
Project Planning
1250
Communications Management
1260

1200

FIG. 5

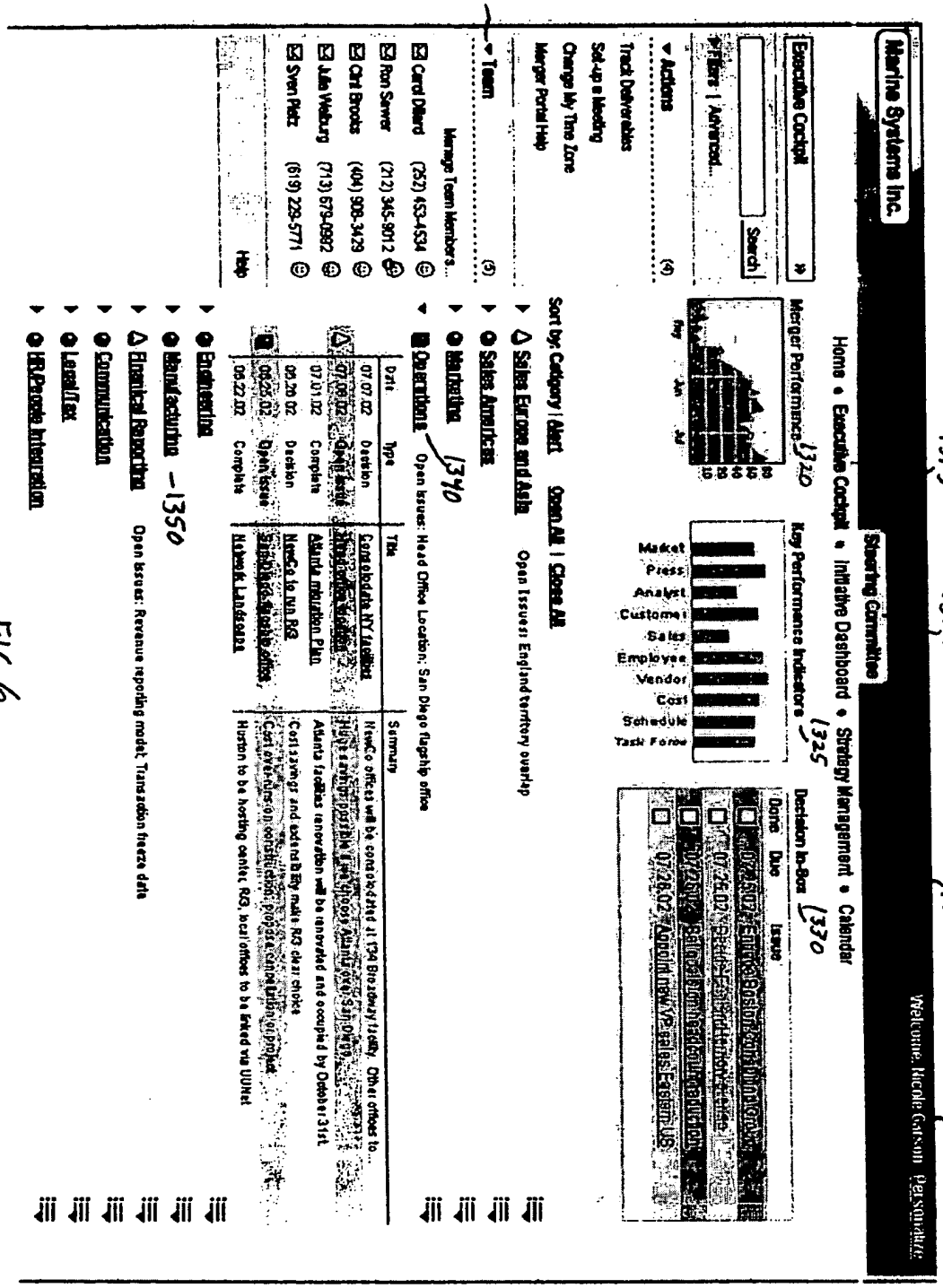
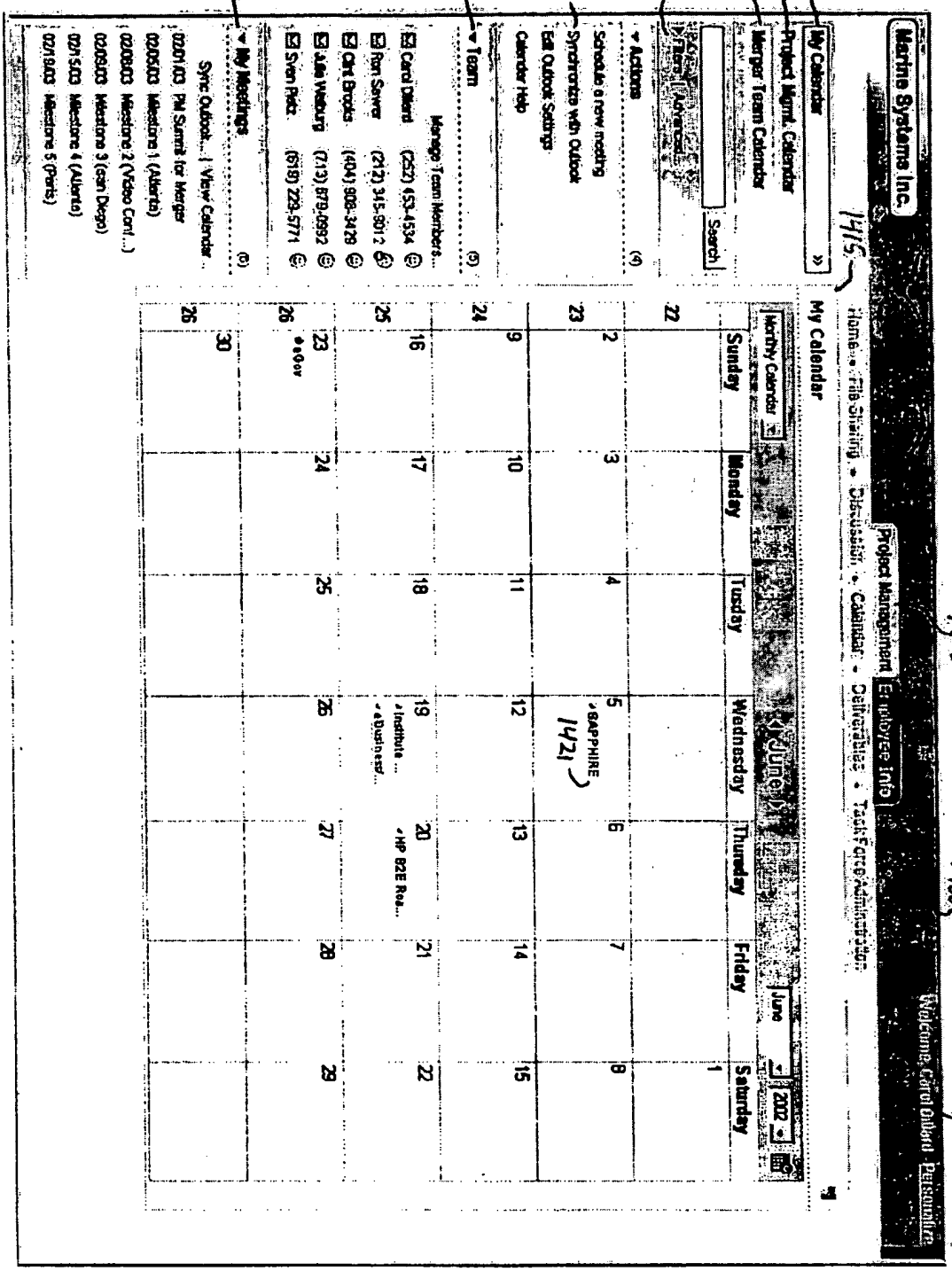

1315
1308
1300
1302
Marine Systems Inc.
Welcome, Nicole Gibson Personalize
Home • Executive Cockpit • Initiative Dashboard • Strategy Management • Calendar
Executive Cockpit
Search
Filters | Advanced...
Actions (4)
Track Deliverables
Set-up a Meeting
Change My Time Zone
Merger Portal Help
Steering Committee
Merger Performance
1320
Key Performance Indicators
1325
Market
Press
Analyst
Customer
Sales
Employee
Vendor
Cost
Schedule
Task Force
Decision In-Box
1330
Done
Due
Issue
Sort by: Category | Alert
Open All | Close All
Sales Europe and Asia
Open Issues: England territory overlap
Team (5)
Manage Team Members...
Card Dillard (252) 453-4534
Ron Sawer (212) 345-9012
Chri Brooks (404) 908-3429
Julie Wellburg (713) 679-0982
Sven Platz (619) 229-5771
1360
Sales Americas
Marketing
1340
Operations
Open Issues: Head Office Location: San Diego flagship office
Date
Type
Title
Summary
07.07.02
Decision
Consolidate NY facilities
HowCo offices will be consolidated at 194 Broadway (each). Other offices to...
07.01.02
Complete
Atlanta relocation Plan
Atlanta facilities renovation will be completed and occupied by October 31st.
06.20.02
Decision
NewCo to run R&D
Cost savings and extended facility make R&D clear choice
06.22.02
Open Issue
Network Landscape
Huston to be hosting center, R&D, local offices to be linked via UUNet
Help
Engineering
Manufacturing
1350
Financial Reporting
Open Issues: Revenue reporting model, Transaction freeze date
Communication
Legal/Tax
HR/Payroll Integration

FIG. 6


1410
1412
1416
1417
1419
1440
1430
1415
1405
1400
1442
1421
Martrix Systems Inc.
Welcome, Carol Dillard Personalize
Project Management
Employee Info
My Calendar
Monthly Calendar
June
2002
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday
My Calendar
Project Mgmt. Calendar
Merger Team Calendar
Search
Actions
Schedule a new meeting
Synchronize with Outlook
Edit Outlook Settings
Calendar Help
Team
Manage Team Members...
Carol Dillard (252) 453-4534
Ron Sawyer (212) 345-8012
Chri Brooks (404) 808-3429
Julie Wellburg (713) 879-6992
Sven Reck (618) 229-5771
My Meetings
Sync Outlook... | View Calendar
02/01/03 PM Summit for Merger
02/05/03 Milestone 1 (Atlanta)
02/08/03 Milestone 2 (Video Conf...)
02/09/03 Milestone 3 (san Diego)
02/15/03 Milestone 4 (Atlanta)
02/19/03 Milestone 5 (Paris)
SAPPHIRE
Institute ...
Business...
HP B2E Roa...

F16, 7

Page 8 of 26
Matter No.: 14413-008001
Applicant(s): Sven Schwerin-Wenzel et al
CHANGE MANAGEMENT

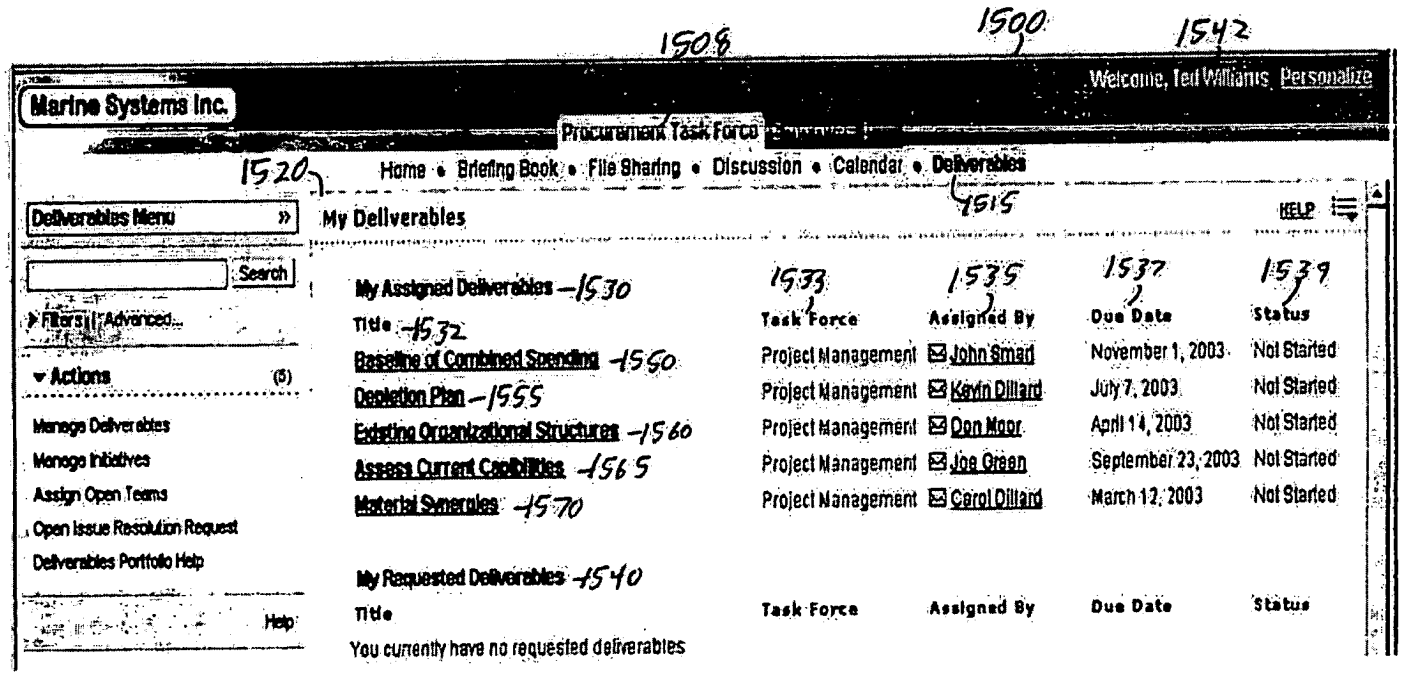


FIG. 8

Page 9 of 26
Matter No.: 14413-008001
Applicant(s): Sven Schwerin-Wenzel et al
CHANGE MANAGEMENT

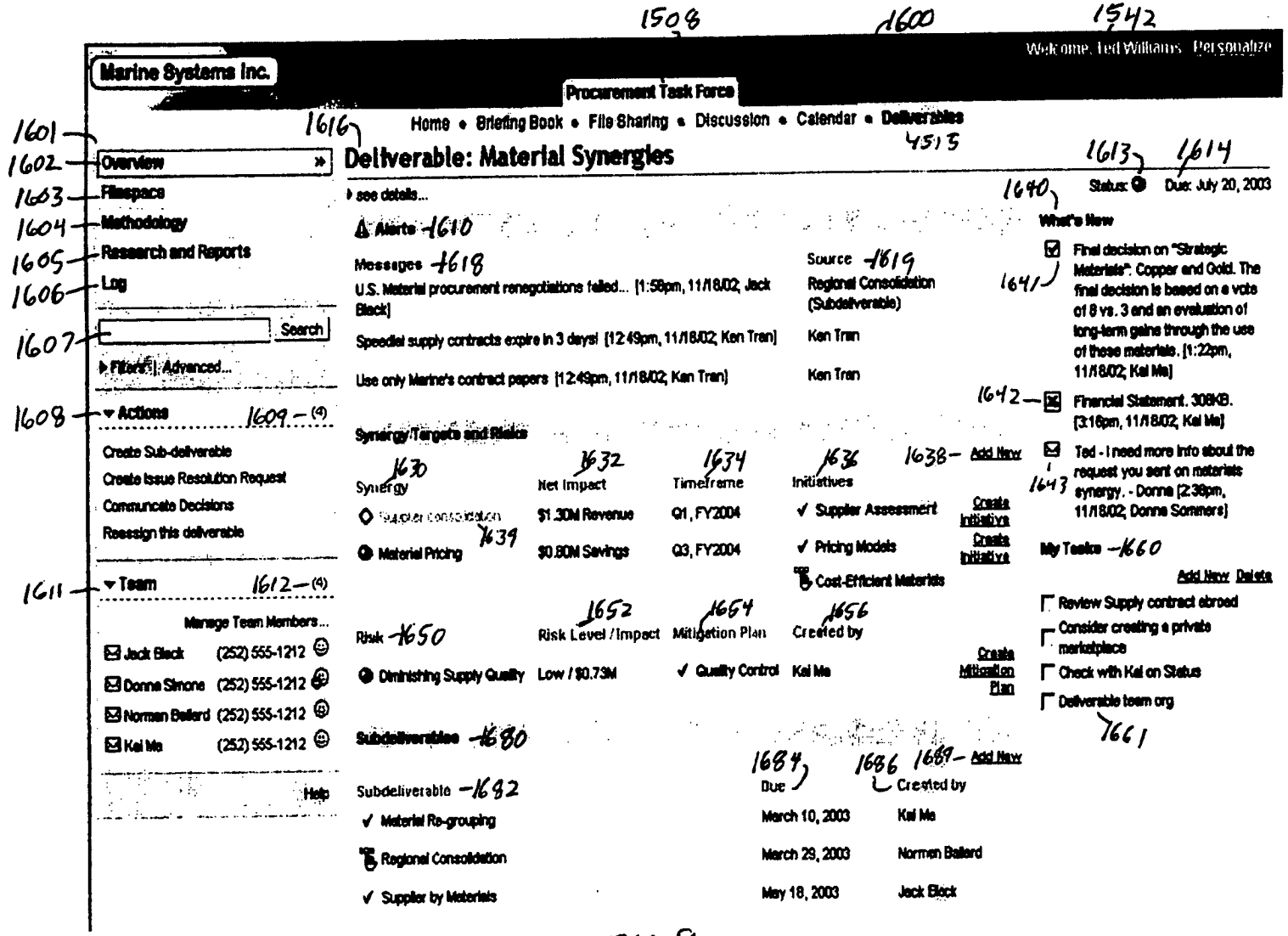


FIG. 9

Matter No.: 14413-008001
Applicant(s): Sven Schwerin-Wenzel et al
CHANGE MANAGEMENT

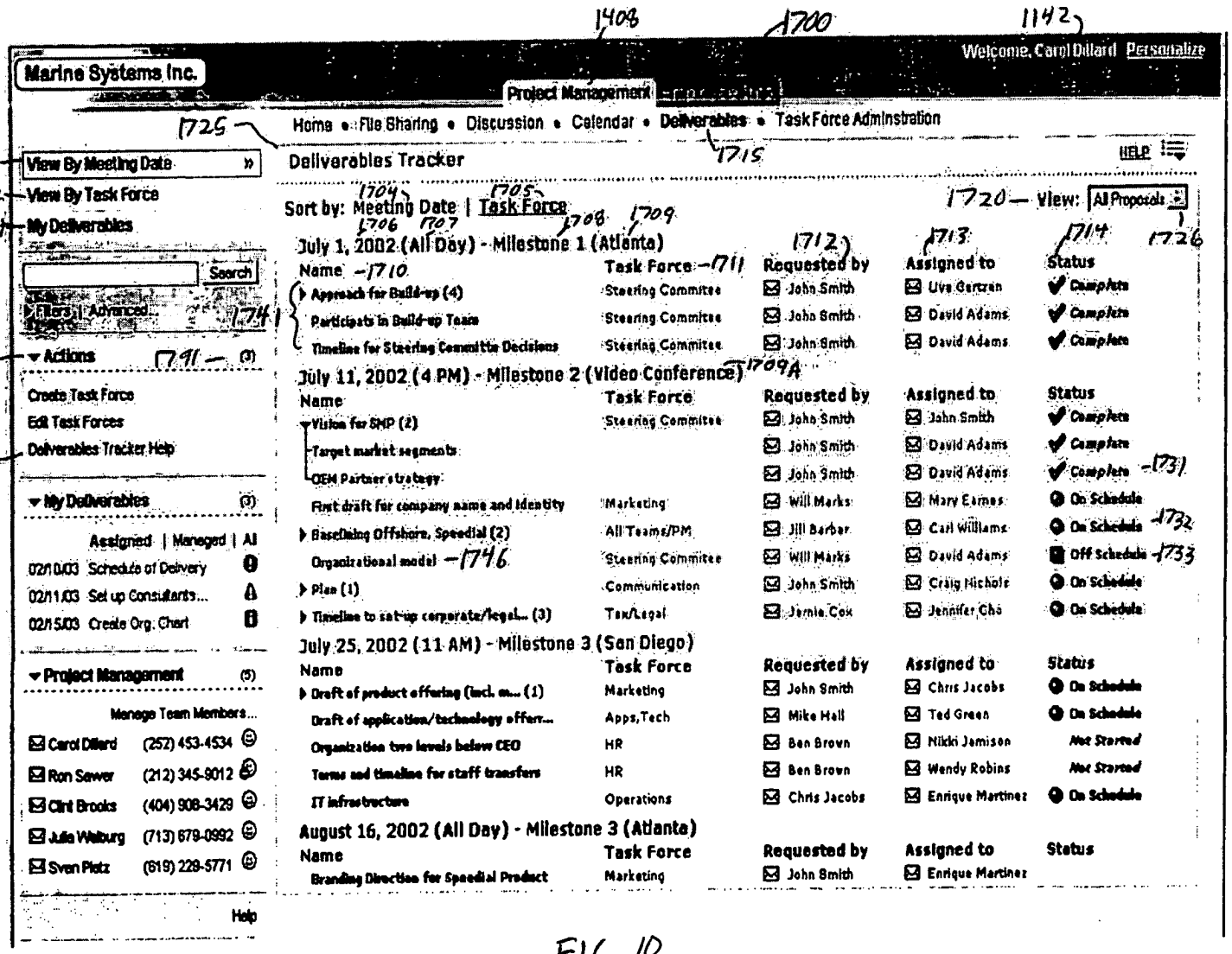


FIG. 10

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Matter No.: 14413-008001
Applicant(s): Sven Schwerin-Wenzel et al
CHANGE MANAGEMENT

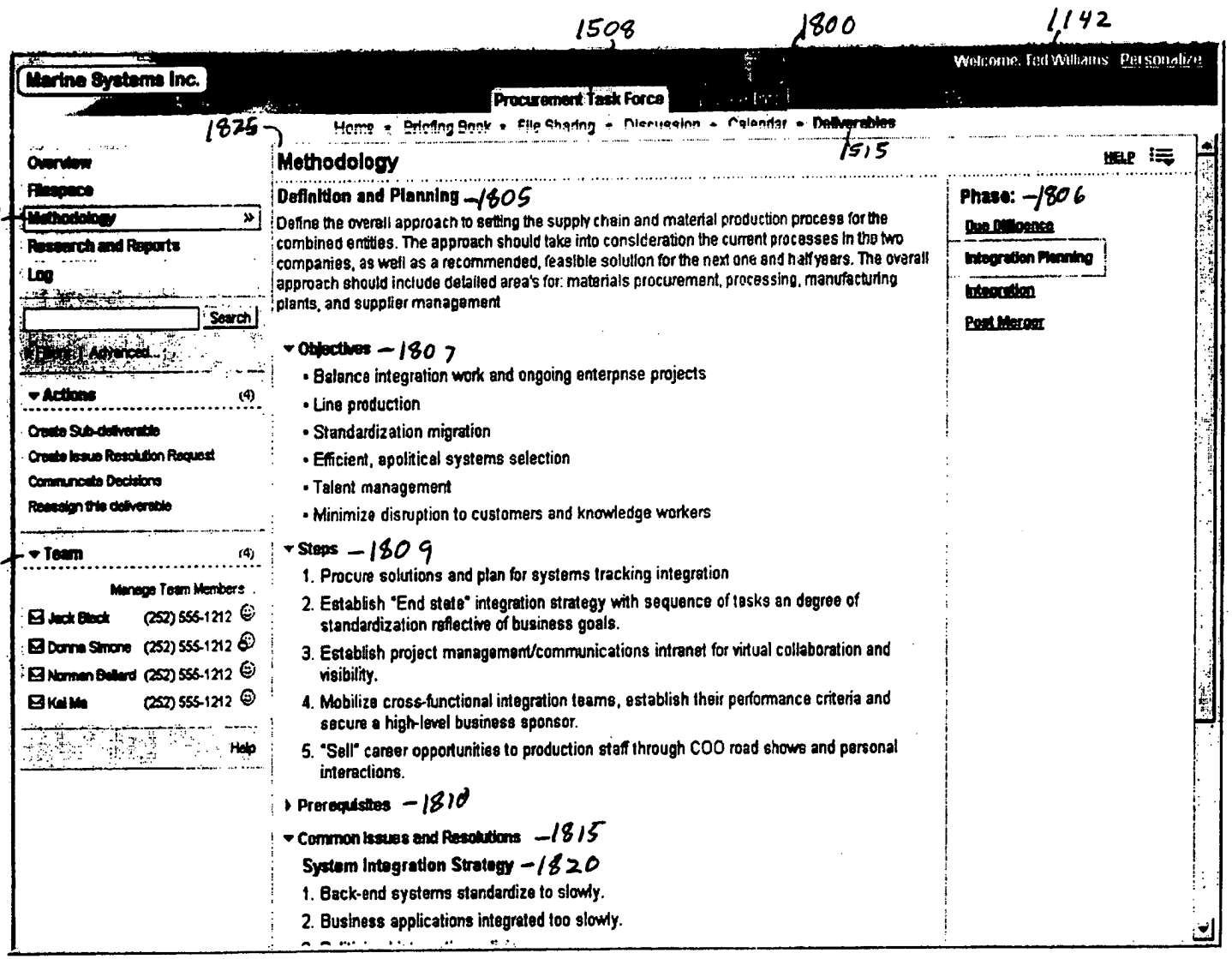


FIG. 11

Matter No.: 14413-008001
Applicant(s): Sven Schwerin-Wenzel et al
CHANGE MANAGEMENT

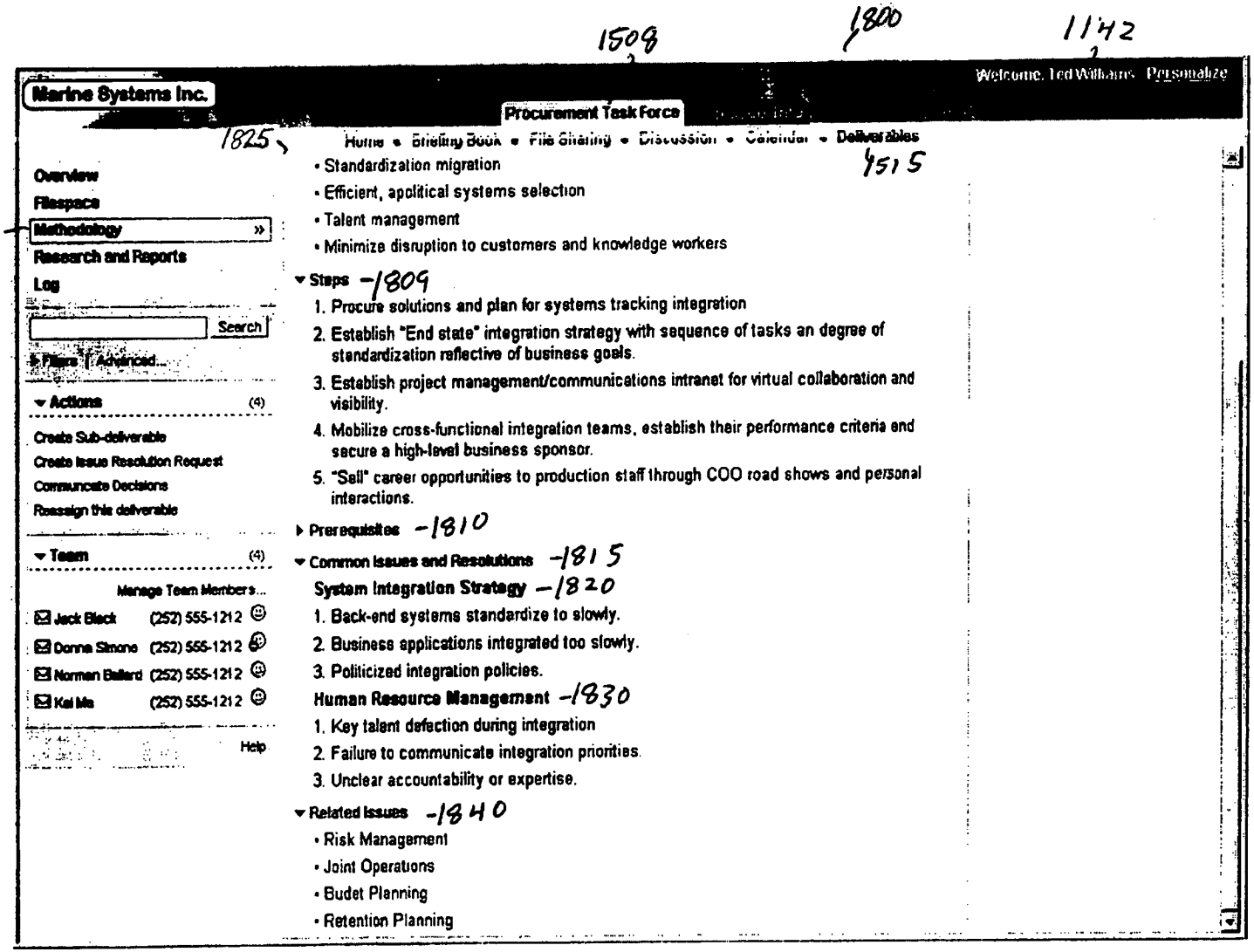


FIG. 11A

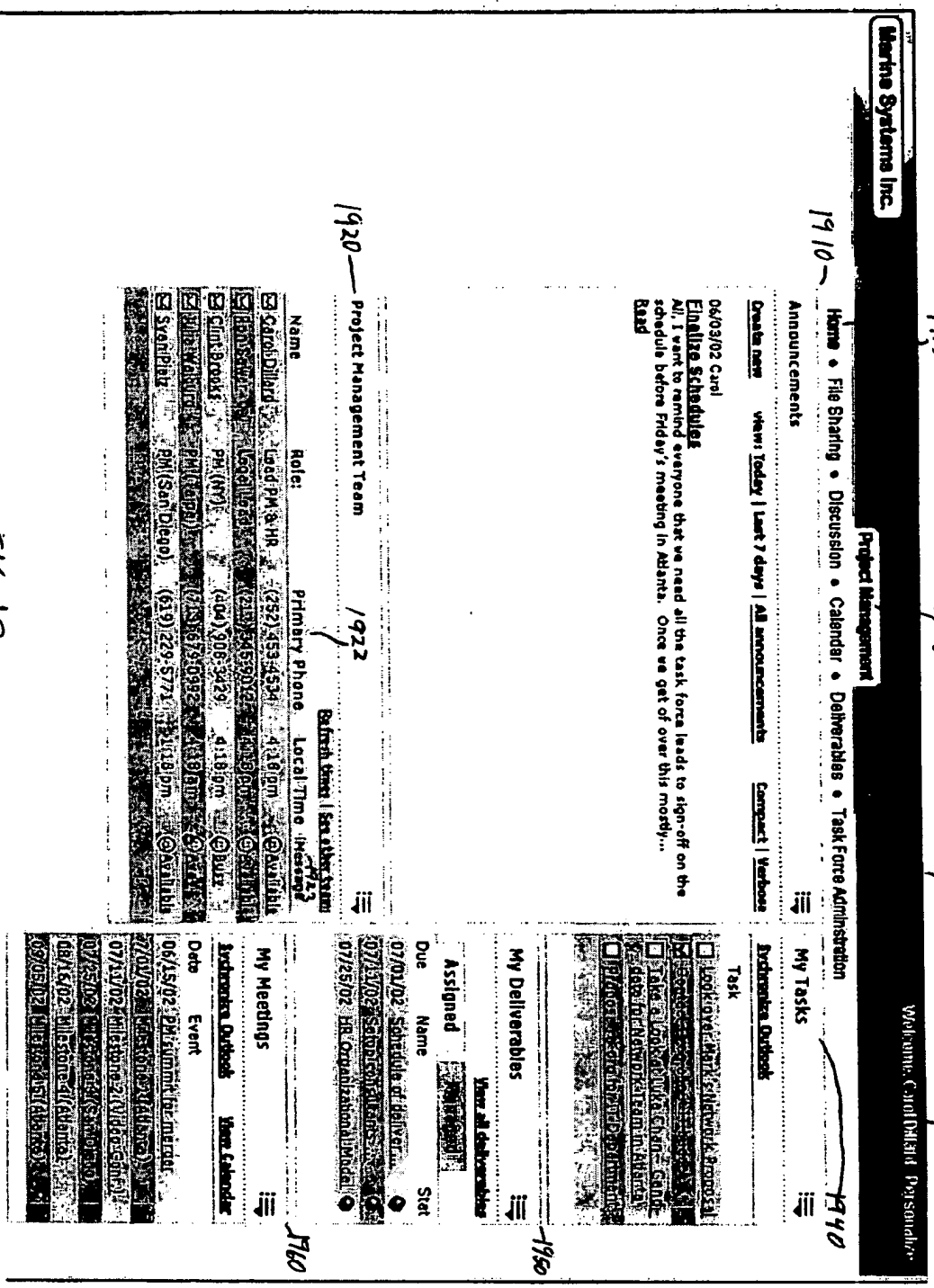

1915
1406
1100
1112
Marine Systems Inc.
Welcome, Carol Dillard Personalize
Home • File Sharing • Discussion • Calendar • Deliverables • Task Force Administration
Project Management
1910
1940
Announcements
My Tasks
Create new view: Today | Last 7 days | All announcements Compact | Verbose
Synchronize Outlook
Task
06/03/02 Carol
Finalize Schedules
All, I want to remind everyone that we need all the task force leads to sign-off on the schedule before Friday's meeting in Atlanta. Once we get of over this mostly...
Read
Look over Mark's network proposal
Take a look at Luke's Chart - Gantt
1960
My Deliverables
View all deliverables
Assigned
Due Name Stat
07/01/02 Schedule of deliver...
07/25/02 HR Organization Model
1920
1922
Project Management Team
Refresh times | See other team
Name Role: Primary Phone Local Time Presence
Carole Dillard Lead PM & HR (252) 453-4534 4:18 pm Available
Clint Brooks PM (NY) (404) 308-3429 4:18 pm Busy
Sven Schwerin-Wenzel PM (Europe) 49 (0) 89 / 99 09 22 - 0 4:18 pm Available
Sven Pietz PM (San Diego) (619) 229-5771 1:18 pm Available
1960
My Meetings
Synchronize Outlook View Calendar
Date Event
06/15/02 PM Summit Re: merger
07/01/02 Milestone 2 Video Conf.
07/25/02 Milestone 3 Video Conf.
08/16/02 Milestone 4? Atlanta
09/06/02 Milestone 5? Atlanta

FIG. 12

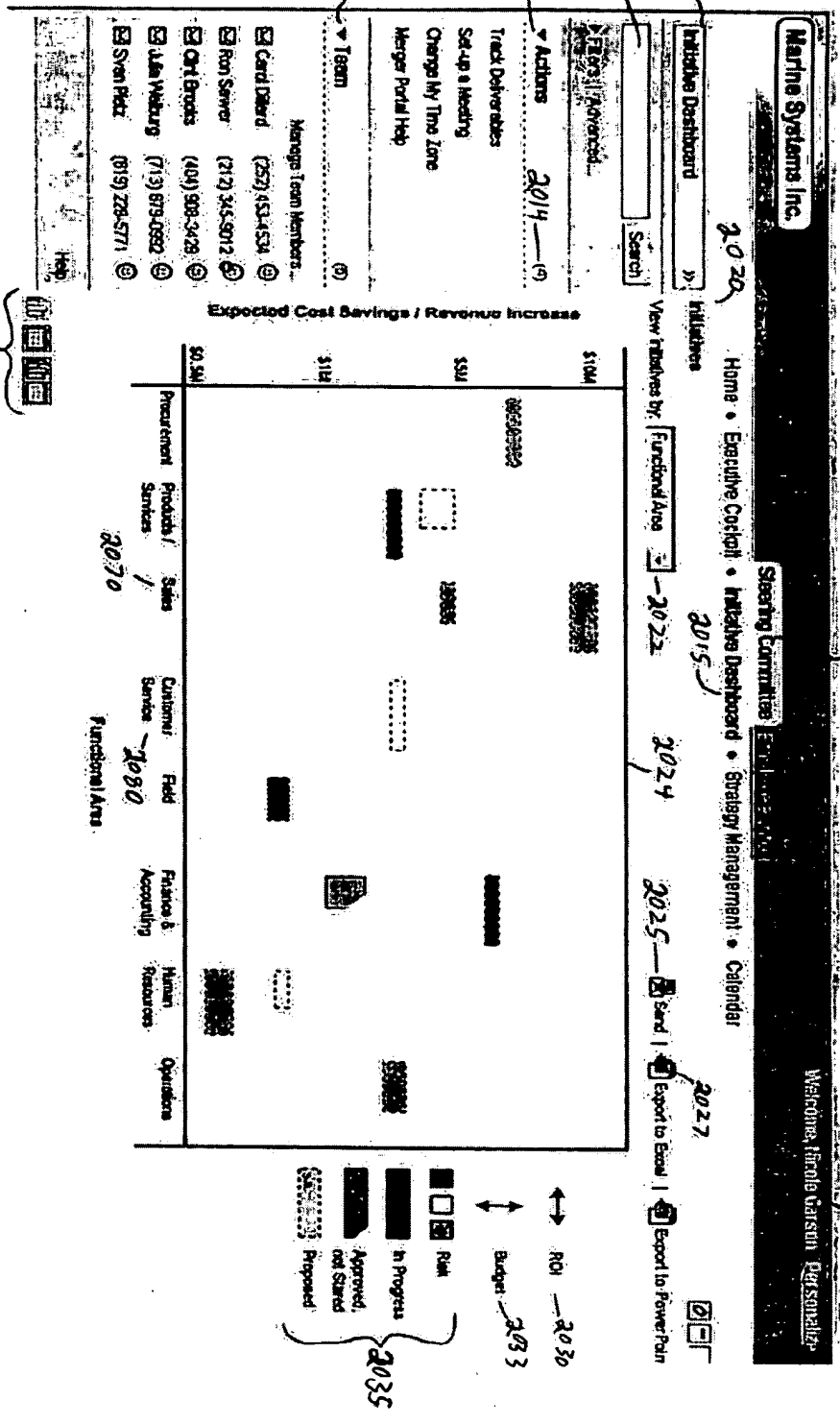

Marine Systems Inc.
Welcome, Nicole Garstein Personalize
Steering Committee
Home • Executive Cockpit • Initiative Dashboard • Strategy Management • Calendar
Initiative Dashboard
Search
Actions
Track Deliverables
Set-up a Meeting
Change My Time Zone
Merger Portal Help
Team
Manage Team Members...
Carol Dillard (252) 453-4534
Ron Sarver (212) 345-9012
Ort Brooks (404) 909-3428
Julie Wellburg (713) 879-0992
Sven Retz (819) 228-5771
Initiatives
View Initiatives by: Functional Area
Send
Export to Excel
Export to PowerPoint
Expected Cost Savings / Revenue Increase
$10M
$5M
$0.5M
Procurement
Products / Services
Sales
Customer Service
Field
Finance & Accounting
Human Resources
Operations
Functional Area
ROI
Budget
Risk
In Progress
Approved, not Started
Proposed
2010
2011
2012
2013
2014
2015
2020
2022
2024
2025
2027
2030
2033
2035
2037
2060
2070
2080
2300
1360
1308

FIG. 13

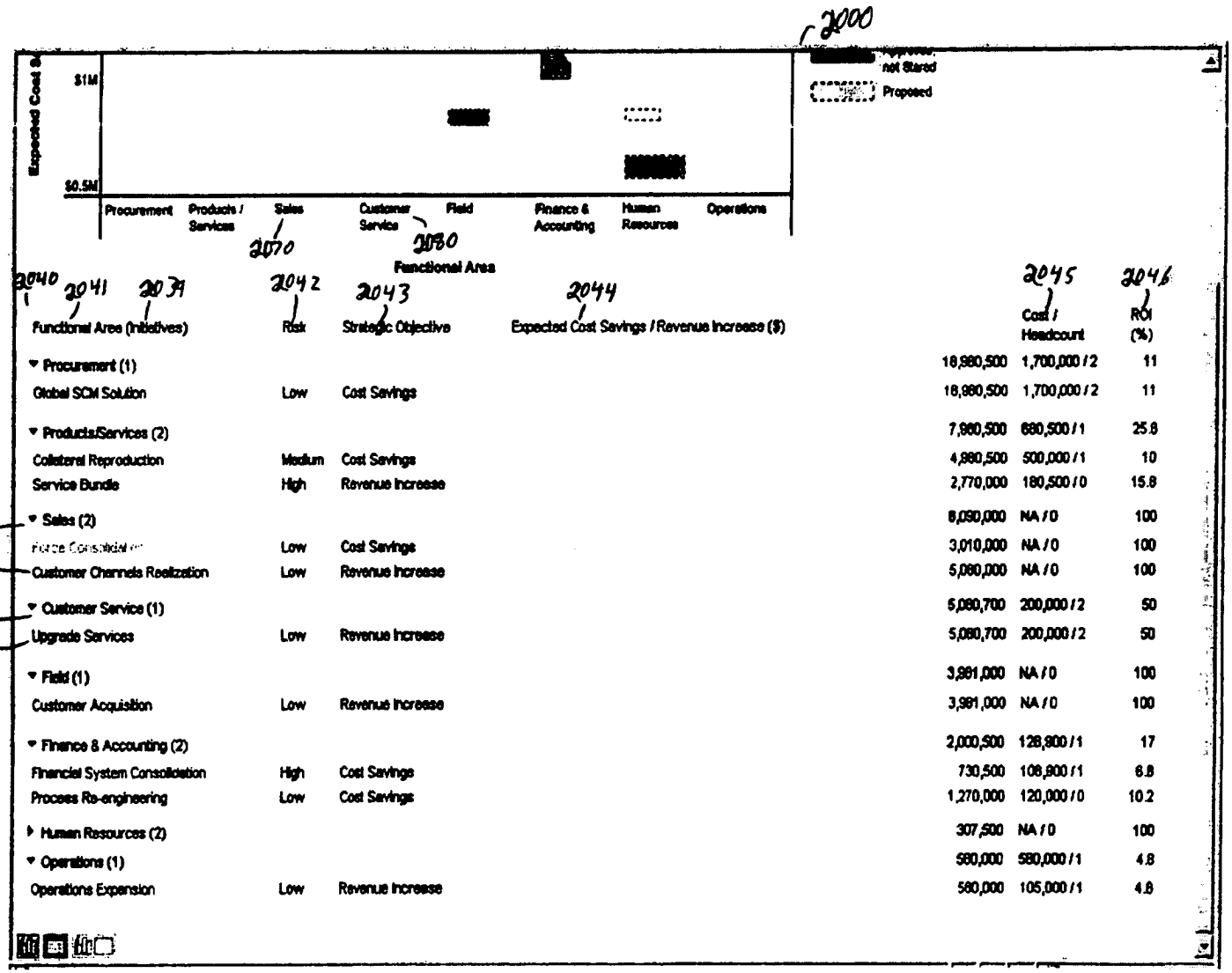

2000
Expected Cost of
$1M
$0.5M
not Stared
Proposed
Procurement
Products / Services
Sales
Customer Service
Field
Finance & Accounting
Human Resources
Operations
2070
2080
Functional Area
2040
2041
2039
2042
2043
2044
2045
2046
Functional Area (Initiatives)
Risk
Strategic Objective
Expected Cost Savings / Revenue Increase ($)
Cost / Headcount
ROI (%)
Procurement (1) 18,980,500 1,700,000 / 2 11
Global SCM Solution Low Cost Savings 18,980,500 1,700,000 / 2 11
Products/Services (2) 7,960,500 680,500 / 1 25.8
Collateral Reproduction Medium Cost Savings 4,980,500 500,000 / 1 10
Service Bundle High Revenue Increase 2,770,000 180,500 / 0 15.8
2070 Sales (2) 8,090,000 NA / 0 100
Low Cost Savings 3,010,000 NA / 0 100
2072 Customer Channels Realization Low Revenue Increase 5,080,000 NA / 0 100
2080 Customer Service (1) 5,080,700 200,000 / 2 50
2082 Upgrade Services Low Revenue Increase 5,080,700 200,000 / 2 50
Field (1) 3,981,000 NA / 0 100
Customer Acquisition Low Revenue Increase 3,981,000 NA / 0 100
Finance & Accounting (2) 2,000,500 128,900 / 1 17
Financial System Consolidation High Cost Savings 730,500 108,900 / 1 6.8
Process Re-engineering Low Cost Savings 1,270,000 120,000 / 0 10.2
Human Resources (2) 307,500 NA / 0 100
Operations (1) 580,000 580,000 / 1 4.8
Operations Expansion Low Revenue Increase 580,000 105,000 / 1 4.8

FIG. 14

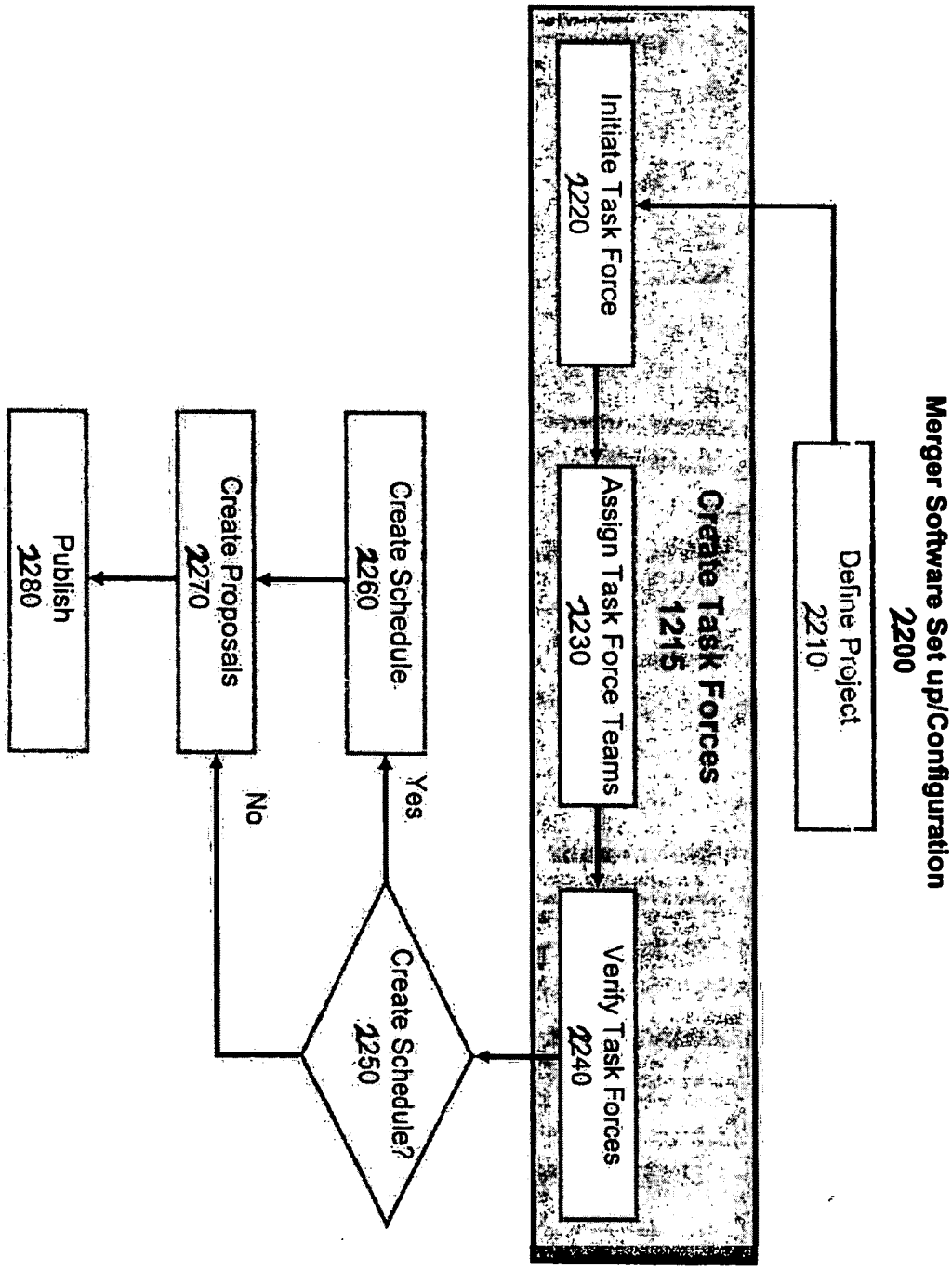

Merger Software Set up/Configuration
2200
Define Project
2210
Create Task Forces
1215
Initiate Task Force
2220
Assign Task Force Teams
2230
Verify Task Forces
2240
Create Schedule?
2250
Yes
No
Create Schedule
2260
Create Proposals
2270
Publish
2280

FIG. 15

Matter No.: 14413-008001
Applicant(s): Sven Schwerin-Wenzel et al
CHANGE MANAGEMENT

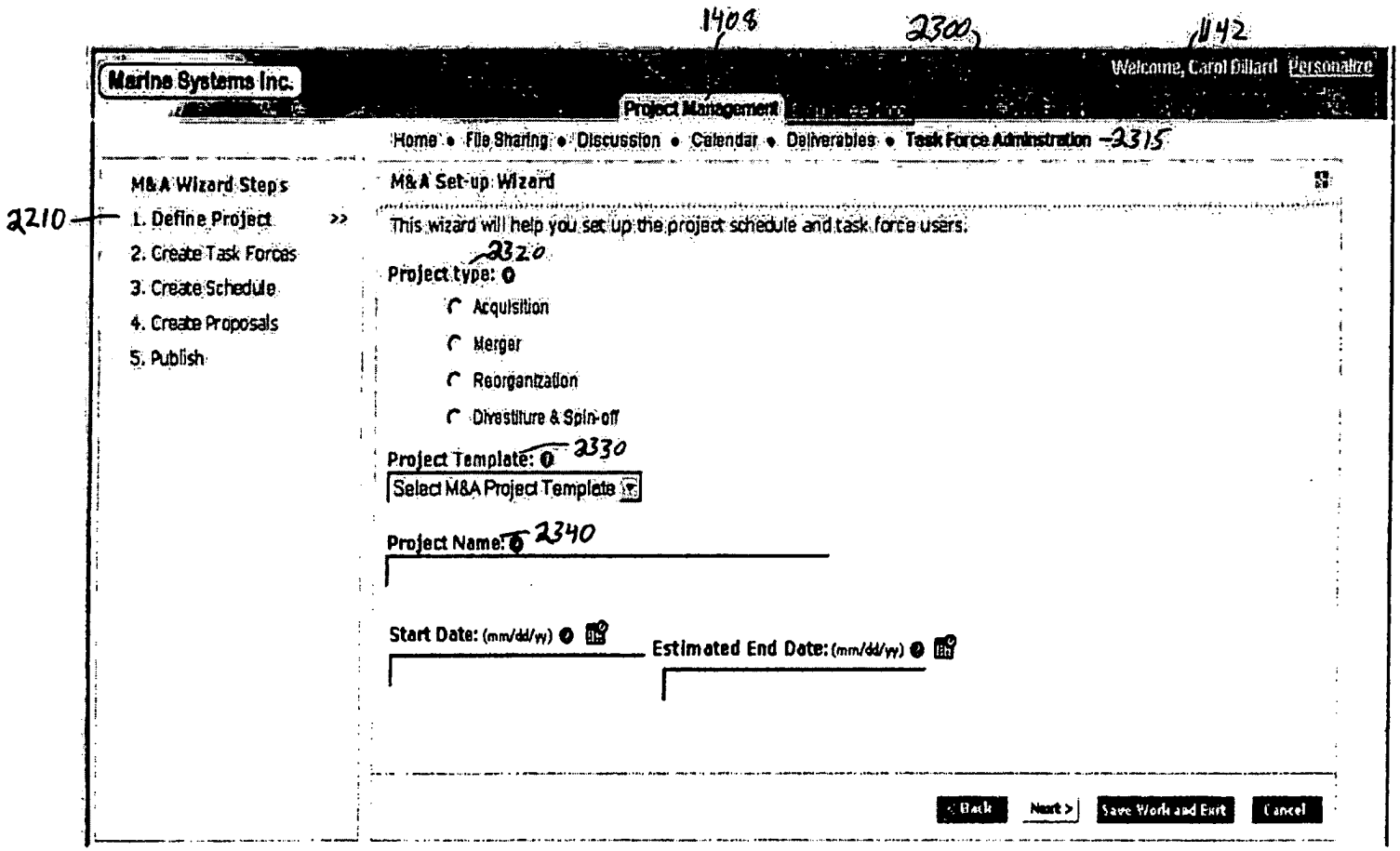


FIG. 16

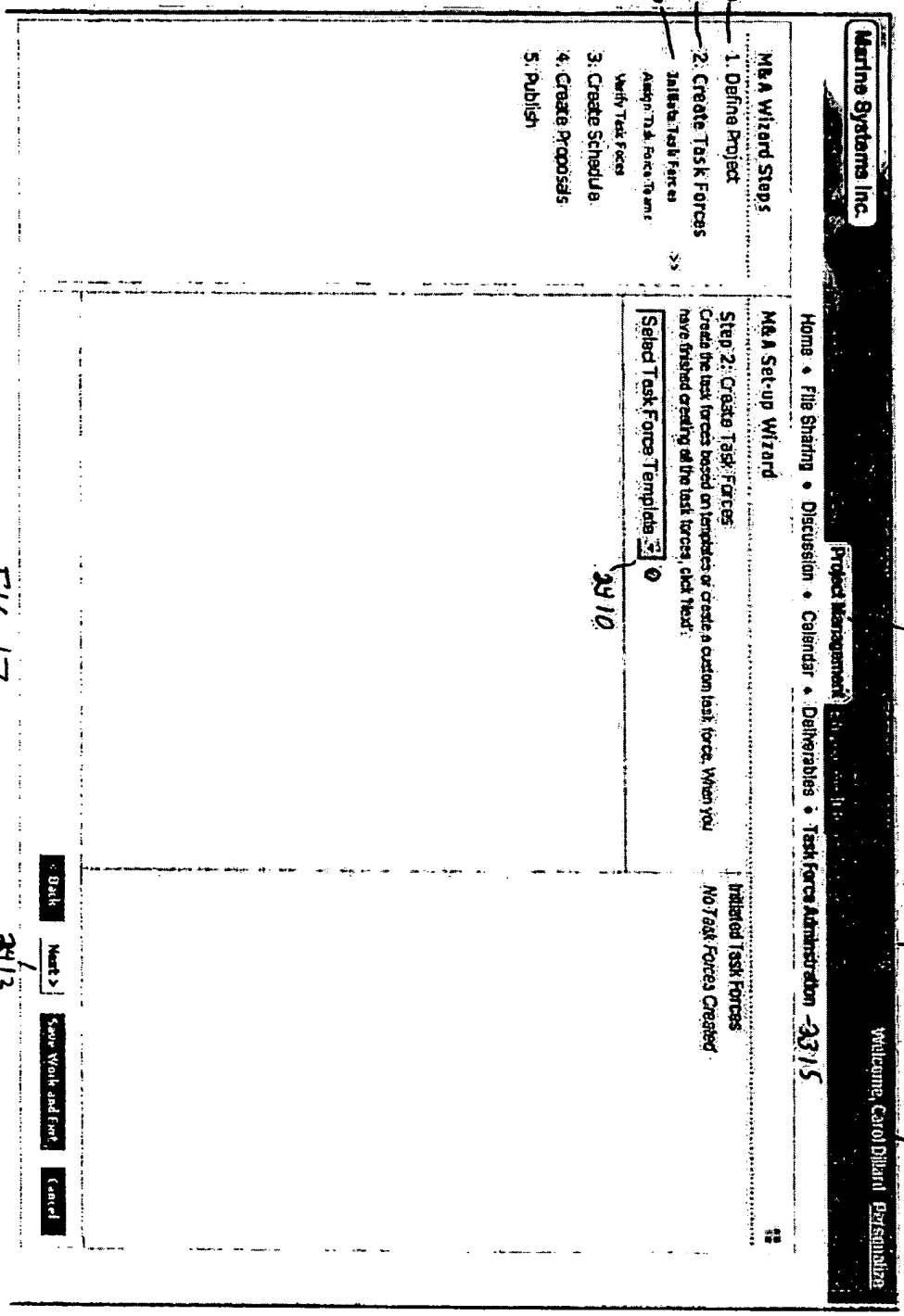

Marine Systems Inc.
Project Management
Welcome, Carol Dillard! Personalize
Home • File Sharing • Discussion • Calendar • Deliverables • Task Force Administration
M&A Wizard Steps
1. Define Project
2: Create Task Forces
Initiate Task Forces
Assign Task Force Teams
Verify Task Force
3: Create Schedule
4: Create Proposals
5: Publish
M&A Set-up Wizard
Step 2: Create Task Forces
Create the task forces based on templates or create a custom task force. When you have finished creating all the task forces, click Next.
Select Task Force Template
Initiated Task Forces
No Task Forces Created
Back
Next >
Save Work and Exit
Cancel
1409
2400
1142
2210
2215
2220
2310
2315
2312

FIG. 17

Matter No.: 14413-008001
Applicant(s): Sven Schwerin-Wenzel et al
CHANGE MANAGEMENT

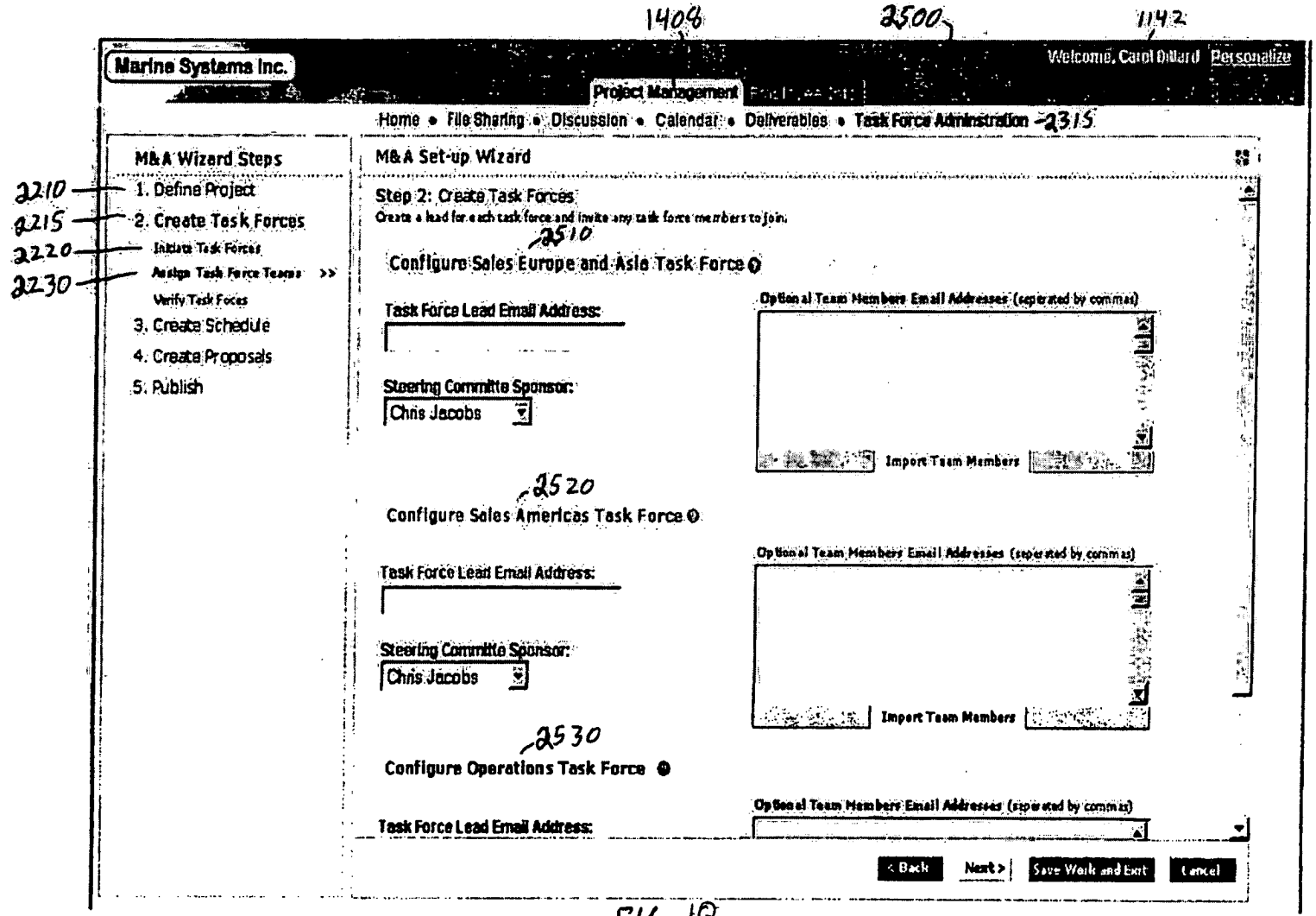


FIG. 18

Page 20 of 26
Matter No.: 14413-008001
Applicant(s): Sven Schwerin-Wenzel et al
CHANGE MANAGEMENT

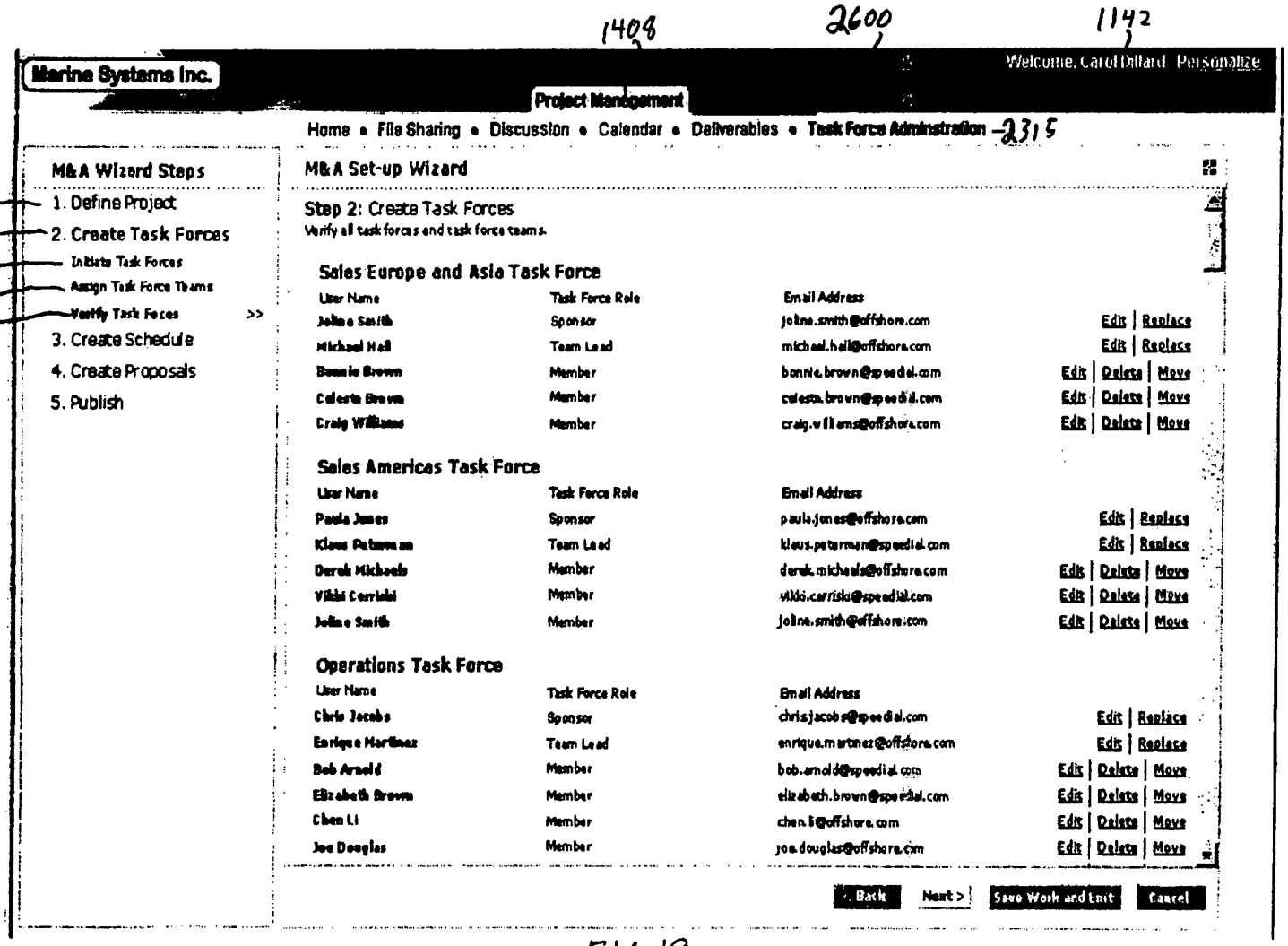


FIG. 19

Matter No.: 14413-008001
Applicant(s): Sven Schwerin-Wenzel et al
CHANGE MANAGEMENT

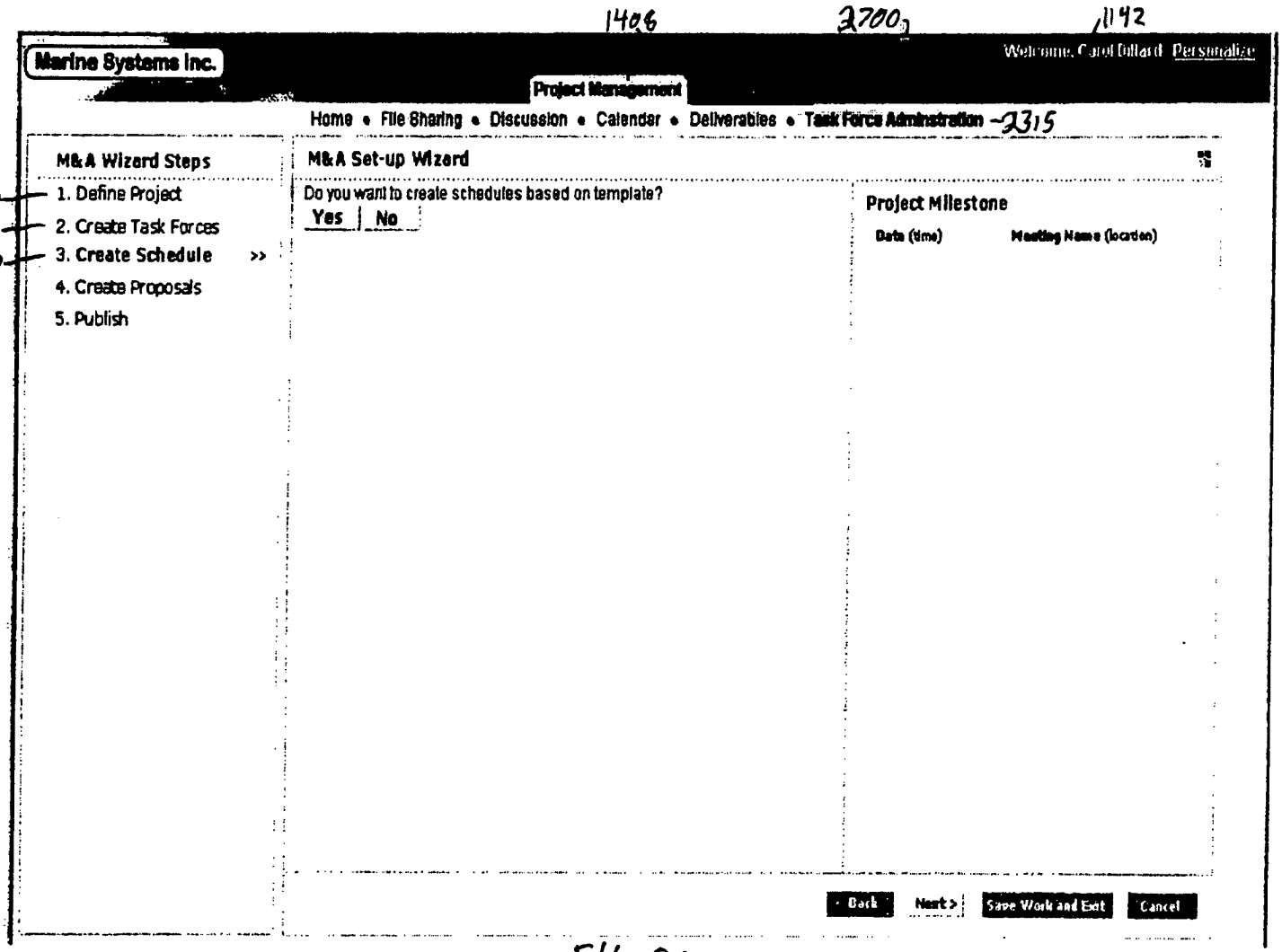


FIG. 20

Matter No.: 14413-008001
Applicant(s): Sven Schwerin-Wenzel et al
CHANGE MANAGEMENT

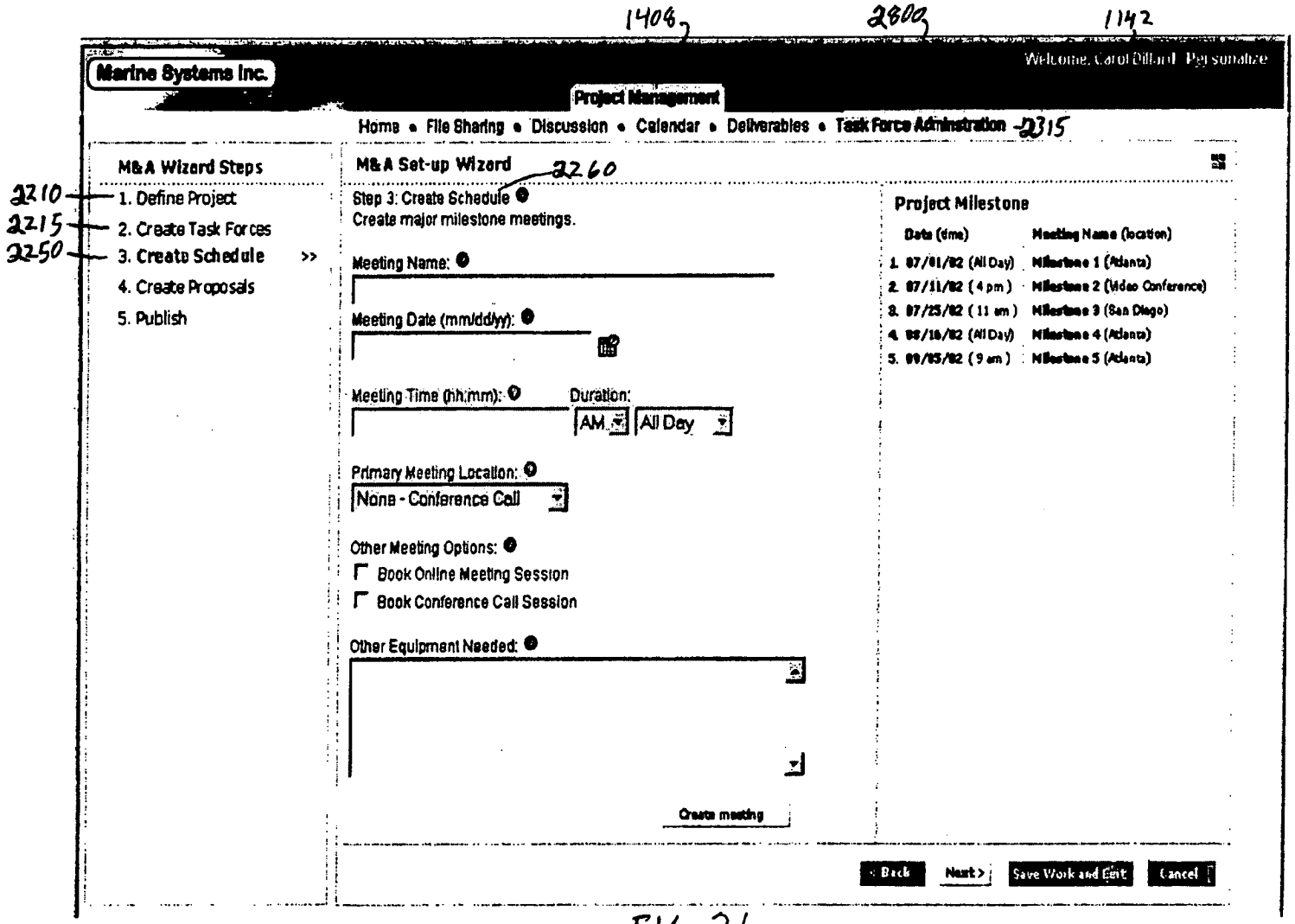
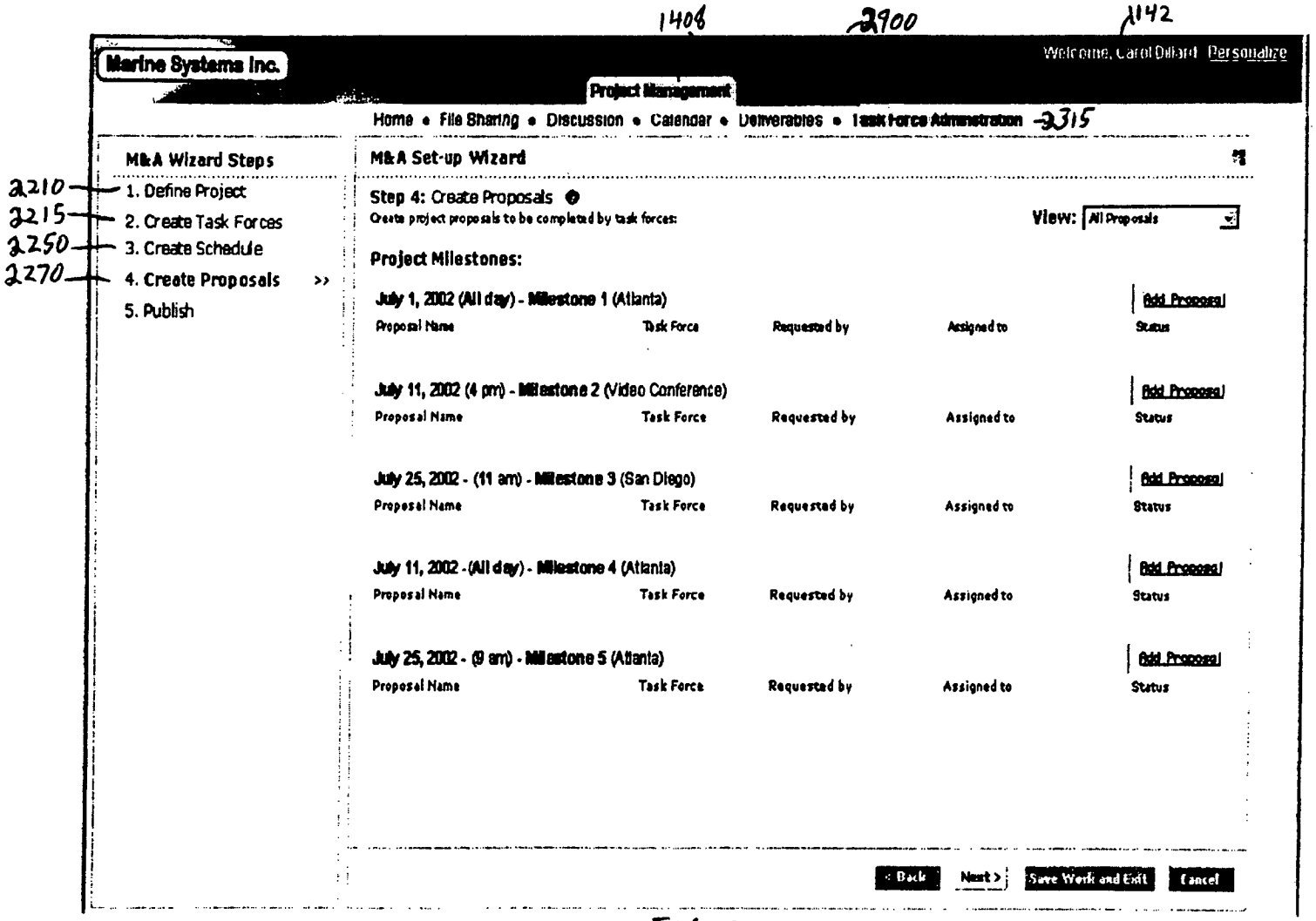


FIG. 21

Page 23 of 26
Matter No.: 14413-008001
Applicant(s): Sven Schwerin-Wenzel et al
CHANGE MANAGEMENT



FIG, 22

Matter No.: 14413-008001
Applicant(s): Sven Schwerin-Wenzel et al
CHANGE MANAGEMENT

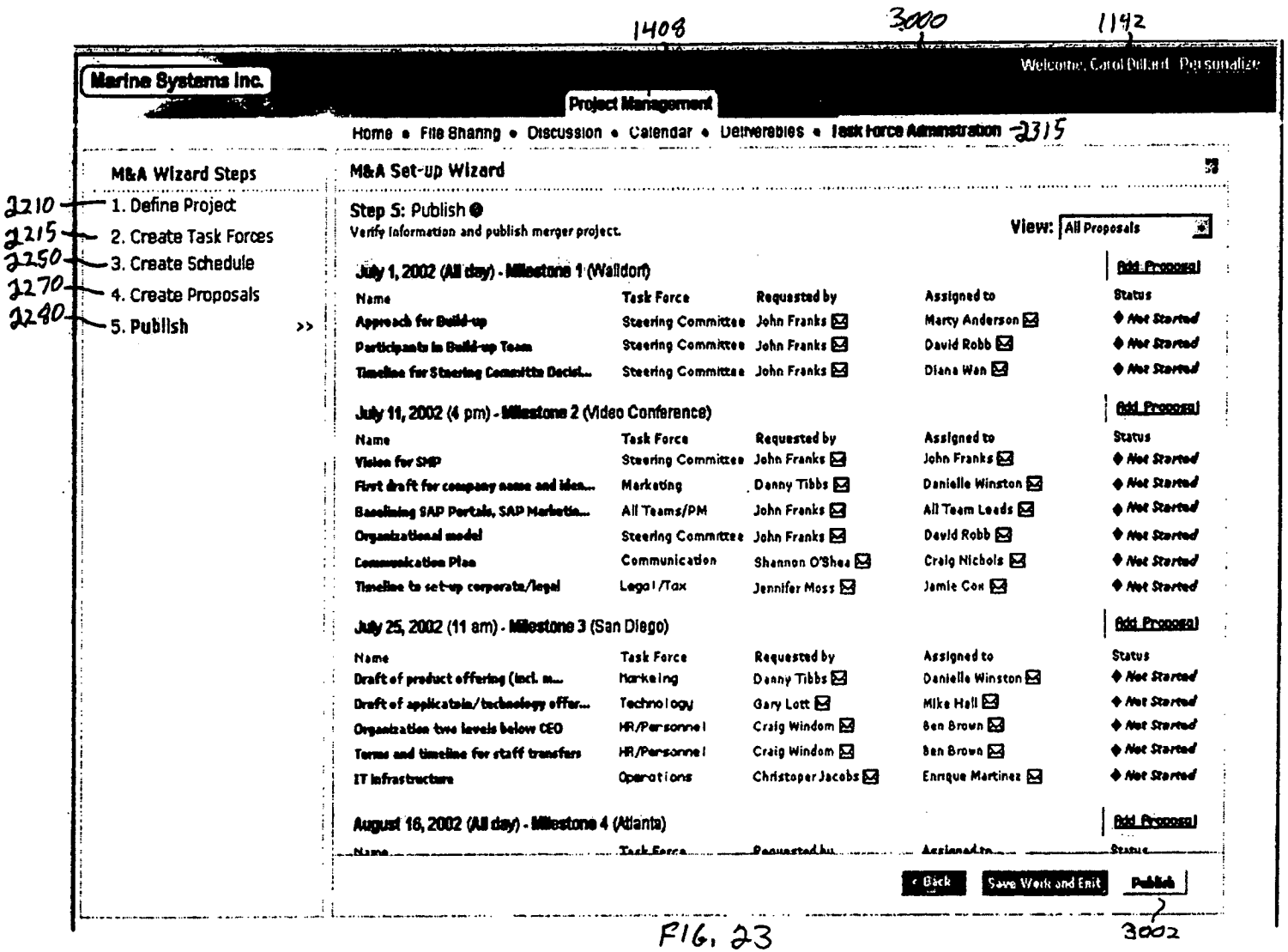


FIG. 23

Matter No.: 14413-008001
Applicant(s): Sven Schwerin-Wenzel et al
CHANGE MANAGEMENT

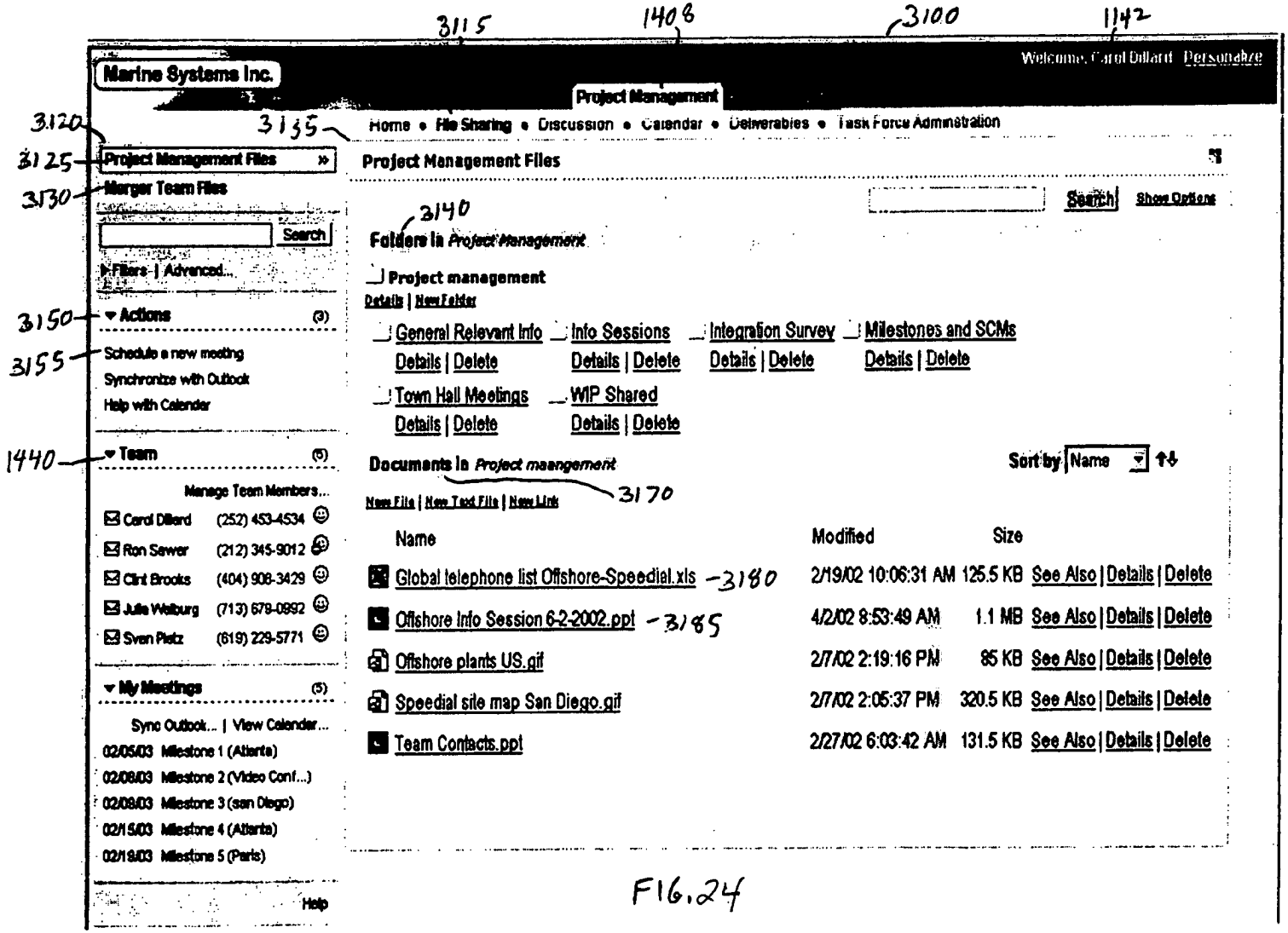


FIG. 24

Matter No.: 14413-008001
Applicant(s): Sven Schwerin-Wenzel et al
CHANGE MANAGEMENT

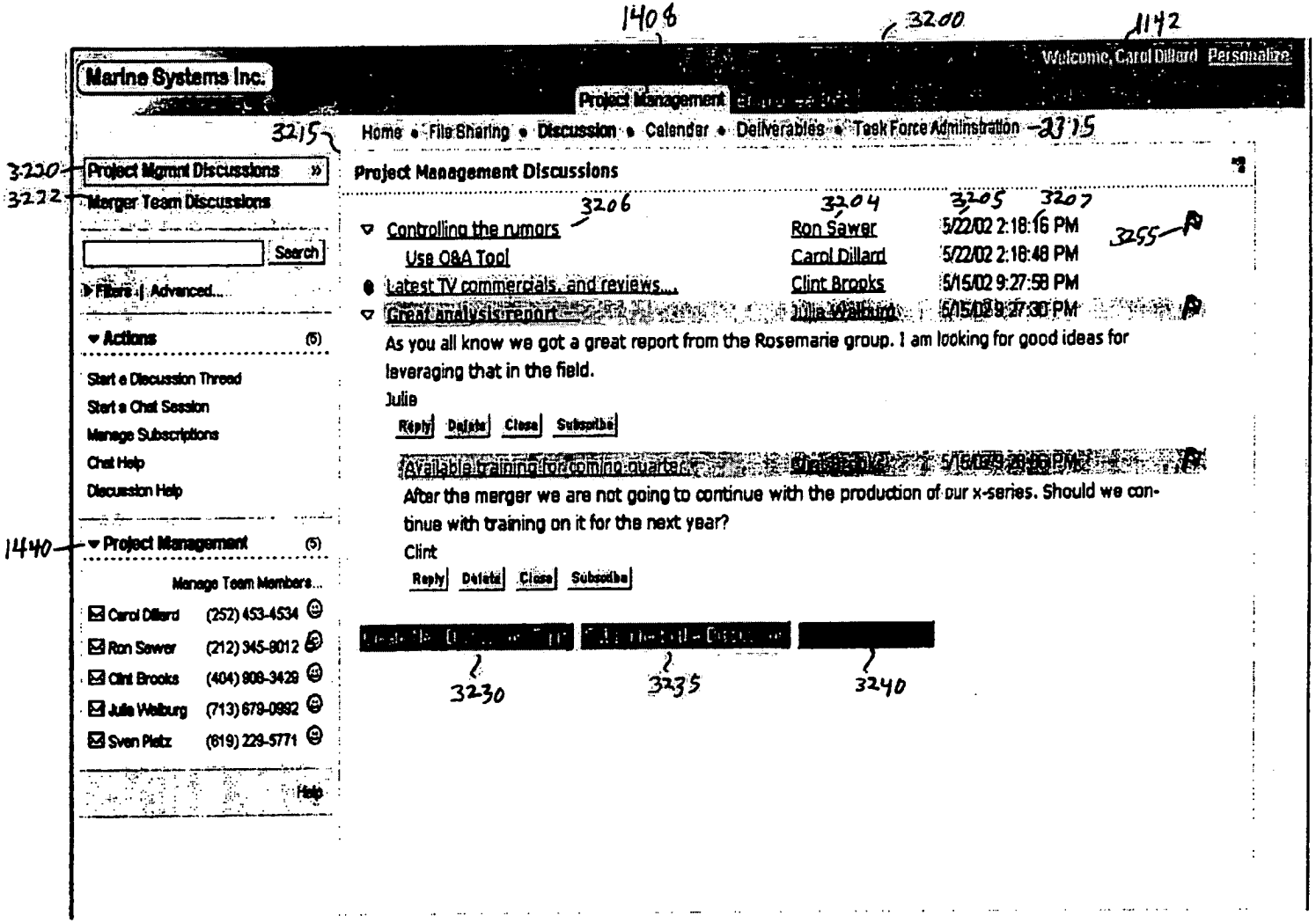


FIG. 25